The Trustees of Reservations

Conserving the Massachusetts Landscape for 100 Years

1991 Annual Report
The Centennial Year

The Trustees of Reservations
Conserving the Massachusetts Landscape for 100 Years

572 Essex Street
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Telephone: (508) 921–1944

The Trustees of Reservations (TTOR) is the world's oldest land trust. Founded in 1891 by Boston landscape architect Charles Eliot, it is dedicated to preserving for public use and enjoyment properties of exceptional scenic, historic and ecological value throughout the Commonwealth.

Today, The Trustees of Reservations owns and manages 72 properties, totaling more than 18,000 acres, all open to the public. Through its Land Conservation Center, TTOR continues to save open land across the state.

The Trustees of Reservations is a private, non-profit organization with over 10,000 members. It relies for support entirely upon membership dues, voluntary contributions, admission fees, grants and endowments.

David J. Powell

Angus Stirling (left), Director General of The National Trust of Great Britain, offers centennary congratulations to Frederic Winthrop, Jr., Director of The Trustees of Reservations.

Cover: The Trustees of Reservations took its birthday party on the road during the spring and summer of 1991. A series of eight "Discovery Days," perfectly orchestrated by a corp of volunteers, drew nearly 10,000 visitors to our properties in celebration. At press time, six of the eight days were behind us, providing us with a collage of images to share with you: Children warming up to a sing-along at Bartholomew's Cobble on May 25th. Hayrides under perfect skies at North Common Meadow on June 15th. That contagious rhythm of Mabel Biagini's accordion at World's End on June 22. The Boston Scandinavian Ensemble at picture-perfect Stevens-Coolidge Place on July 20th. "William Cullen Bryant" regaling visitors at his Homestead on August 3rd. Director Fred Winthrop serving up one of countless birthday cakes at Castle Hill on August 10th. Special thanks to the photographers who captured these images: Christine Hotarek, Ana Guerra, Lynne Layman, and Lawrence Ralph.

Dear Friends and Trustees:

If Charles Eliot could see us now, there's a good chance he wouldn't recognize the "small association of generous men and women" he envisioned 100 years ago. TTOR's mission has not changed; the scope of its business has.

The job of preservation and management has become far more complicated than it was when Massachusetts was more rural, pressure for public use was less intense and land values and taxes were low. Eliot's "small association" has grown enormously both in size and sophistication.

It's an exciting time to be part of The Trustees of Reservations. As the pages of the Annual Report attest, our stewardship responsibilities expanded dramatically in fiscal year 1991. Eleven new land conservation projects were successfully completed, and several hold special promise for TTOR's future. Our 72nd Reservation, the pastoral Bradley Reservation in Canton, will enable TTOR to reach out to an urban constituency. A 14-acre parcel bordering Clarke Pond in Manchester is but the first step towards the establishment of a superb new Reservation at Coolidge Point. The 46 acres of beach and sandplain added to Long Point Wildlife Refuge in West Tisbury greatly enhance our cooperative efforts with other organizations to restore and maintain thousands of acres on the Vineyard's south shore as sandplain grassland, the pre-settlement ecosystem that characterized large parts of the Cape and Islands 200 years ago.

More good news is TTOR's continued success attracting outstanding individuals to work for the organization. Notable examples in 1991 are Deputy Director for Property Management Richard Howe and Land Conservation Specialist Valerie Talmage — former Deputy Secretary of Communities and Development and former Executive Director of the Massachusetts Historical Commission, respectively. The entire staff at TTOR continues to perform magnificently.

Not all the news this fiscal year was good, unfortunately. TTOR is not immune to the effects of the economic downturn. Despite record levels of individual giving and membership growth, revenues were down overall due to reduced corporate contributions and lower Reservation receipts. Excellent discipline throughout the organization kept costs under budget, but not enough to offset the shortfall in revenues. To our disappointment, the last fiscal year ended with an operating deficit.The way out of our financial difficulty must be found on the revenue side. Further cuts in expenses would mean many missed opportunities for preserving important new properties and deferred maintenance on the 72 we already own. The only answer is to build a broader and stronger base of support for TTOR.

To this end, our centennial year will be remembered as the year TTOR went public. Spearheaded by Eloise Hodges, our dynamic Deputy Director for Public Information, TTOR has organized a media campaign and an events schedule that have presented the organization and its properties to over 6 million consumers in the last 6 months. The upshot has been dramatic membership growth — TTOR now stands at 10,000 strong; a surge in visitation at the properties; and countless inquiries from an enlightened public.

Nineteen-ninety-one will also be recorded as the year TTOR launched its Centennial Campaign. After months of planning, we chose the occasion of the Centennial Gala on June 1 to announce formally the drive and the good news that 4 million dollars has already been raised towards our goal of 10 million. Despite uncertain economic times, the tremendous response of our members and supporters to date has made us optimistic that we will reach that goal. We must. Our second century depends on it.

So for all you have done and are doing for The Trustees of Reservations and for the Massachusetts landscape, thank you.

Frederic Winthrop, Jr.
Director

Property Management Report

Highlights
April 1, 1990-March 31, 1991

As the 99th year of The Trustees of Reservations drew to a close, all 72 Reservations seemed poised to welcome the increased public awareness and visitation promised by the Centennial.

The Ellis Memorial Antiques Show, at the Boston Center for the Arts, was the first public centennial event for TTOR. As the featured loan exhibitor, TTOR mounted a most impressive display of furnishings and decorative arts from its historic house collections. The response was overwhelmingly favorable as many show visitors and exhibitors realized that TTOR's commitment to preservation extends to unique, historic resources as well as natural areas.

TTOR's best-known designed landscape — Fletcher Steele's "Birchwalk" at Naumkeag — was highlighted at the annual New England Spring Flower Show in March. The award-winning exhibit came at a time when national attention was focused on the extraordinary talent of Steele — attention that has helped fuel a dramatic increase in visitation at Naumkeag.

While the enthusiastic involvement of TTOR volunteers was essential to the success of our centennial celebration, the day-to-day work of a dedicated field staff remains the key to the preservation and enhancement of our properties. That work became more difficult this year as budgets were tightened to offset revenue shortages and to implement TTOR's endowment income spending policy. While it is critical to the organization's long-range financial stability, the spending policy meant fewer dollars were available for staffing, materials, equipment and essential capital projects. Nevertheless, regional staff made significant progress improving our properties and public enjoyment of them.

◇ *Central Region*

With his promotion to Regional Supervisor, Dick O'Brien assumed full responsibility for both The Old Manse and the Central Region's properties. In the field, Dick supervised a successful timber sale at Swift River Reservation and opened new acreage at Brooks Woodland Preserve. House Administrator Barbara Forman pushed successfully to lengthen the season at The Old Manse; at the same time, an active property committee was beginning a comprehensive interpretive plan for the property.

Betsy Madsen, chairman of TTOR's 1991 Spring Flower Show committee, spent much of March surrounded by daffodils and covered with mulch.

◇ *The Islands*

Chris Kennedy, promoted to Regional Supervisor for the Islands, led the development, town acceptance and implementation of an extensive management plan for Cape Poge and Wasque. The plan has succeeded not only in increasing protection for the barrier beach and its endangered species, but in accommodating increased visitation at the properties and a new interest in natural science education programs. The addition of the Hadley property to Long Point Wildlife Refuge has created exciting new possibilities for innovative interpretive programs, habitat restoration projects and improved public access.

◇ *Northeast Region*

Despite unfavorable weather and other financial setbacks at the Crane properties, Regional Supervisor Wayne Mitton and his staff continued to upgrade their Reservations. Several key exterior restoration projects were completed at Castle Hill's Great House and at the main house at Stevens-Coolidge Place. Extensive clearing resulted in stunning vistas being reopened at the Ward and Stavros Reservations. Spring plant sales at Long Hill and Stevens-Coolidge Place resulted in record attendance and income.

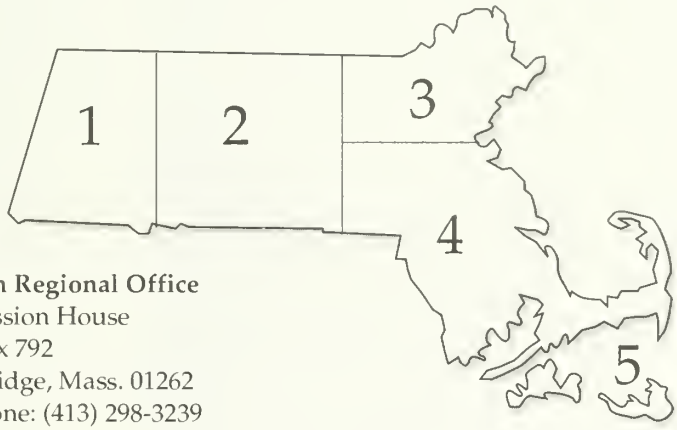
◇ *Southeast Region*

The acquisition and establishment of the Eleanor Cabot Bradley Reservation in Canton directed much of the activity in the Southeast Region. Tom Foster moved his regional office from Hingham to Canton and persuaded Richard "Emo" DeWitt to leave our Stockbridge unit to become the Bradley Reservation's first Superintendent. Most welcome was news of a million-dollar gift to the Centennial Campaign to be applied toward endowment for the Southeast Region. This generous gift will support improvements on properties from Milton to Mashpee.

◇ *Western Region*

Regional Supervisor Stan Piatczyc and his staff played key roles in both the Ellis Antiques Show and the Spring Flower Show, in addition to hosting a successful Fall Field Trip in the Western Region. The annual Bryant Homestead Crafts Fair attracted a record 7,000 visitors to the property last July. The Western Region has been bolstered by the addition of Andy Bernardy, who was hired as Superintendent of Field Farm following Bill Girardi's promotion to Assistant Superintendent of the Windsor Management Unit. In addition, Ned Swanberg was appointed first full-time Warden/Naturalist at Bartholomew's Cobble.

Headquarters and Regional Offices



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Eloise W. Hodges
Deputy Director for Public Information

Richard T. Howe
Deputy Director for Property Management

Ann F. Powell
Deputy Director for Development

Wesley T. Ward
Deputy Director for Land Conservation

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Western Regional Supervisor

2. **Central Regional Office**
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Richard O'Brien
Central Regional Supervisor

3. **Northeast Regional Office**
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Wayne N. Mitton
Northeast Regional Supervisor

4. **Southeast Regional Office**
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Thomas S. Foster
Southeast Regional Supervisor

5. **Islands Regional Office**
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Lambert's Cove Road
Vineyard Haven, Mass. 02568
Telephone: (508) 693-7662

Christopher Kennedy
Islands Regional Supervisor

Land Conservation Center

Projects Completed by
The Trustees of Reservations
April 1, 1990 – March 31, 1991

In 1991, The Trustees of Reservations acquired its 72nd Reservation, the 91-acre Eleanor Cabot Bradley Reservation in Canton, a generous bequest by the late Eleanor Cabot Bradley. TTOR also accepted the generous gift of 14 acres of beachfront, pond and wetlands at Coolidge Point in Manchester, the initial acquisition for its proposed 73rd Reservation, the Coolidge Reservation. In addition, TTOR acquired land or restrictions that protect and enhance the following Reservations: Brooks Woodland Preserve, Petersham; Field Farm Reservation, Williamstown; Long Point Wildlife Refuge, West Tisbury; and Menemsha Hills Reservation, Chilmark. Finally, TTOR' s affiliate, The Massachusetts Farm and Conservation Lands Trust (MFCLT), facilitated the permanent protection of important parcels of open space in Ipswich, Bolton, and Warwick.

David J. Powell

The Eleanor Cabot Bradley Reservation became TTOR's 72nd Reservation this year. The estate — its main house presiding over formal gardens, pasture and woodland — will become an open space haven for the greater Boston area.

◇ *Acquisitions of Property*

Eleanor Cabot Bradley Reservation, Canton: TTOR's 72nd Reservation, formerly named Cherry Hill Farm, was a bequest with endowment by Eleanor Cabot Bradley. The 91-acre property is a blend of fields and woodland, with impressive gardens and a main house designed in 1902 by the respected architect Charles Platt.

The Georgian-style house opens onto a formal Italianate garden overlooking a natural allee. Woodland walks lead from the garden through a dense glade of azalea and rhododendron and into the natural landscape. Cart paths wind through an unspoiled landscape of hay fields, pasture and woodland, where man-made ponds and naturalized ornamental plantings have been artfully situated.

The working part of the estate consists of a walled cutting garden, small orchard, greenhouses and several outbuildings. The Southeast Regional Office now occupies a small building once used as a studio.

The Bradley Reservation is open to the public on a limited basis while a comprehensive management plan is being developed.

Lewis/Campbell lot, Rocky Narrows, Sherborn: Gift of 4.6 acres of woodland adjacent to Rocky Narrows Reservation and the Sherborn Town Forest. This strategic parcel provides direct access for TTOR to Rocky Narrows Reservation from Forest Street. Donated by George and Emily Lewis and Eleanor and Levin Campbell.

Fiske Property, Brooks Woodland Preserve, Petersham: Gift of 46 acres of mixed hardwood forest, including frontage on Moccasin Brook and the Swift River, as an addition to Brooks Woodland Preserve. Donated by John Fiske, Jr.

Foote Parcel, South Williamstown: Gift of 20 acres of scenic pastureland on Route 7, including over 1,200 feet of frontage on the Green River. To be managed as part of Field Farm Reservation. Donated by Freeman, Sally, and Nancy Foote.

Hadley Parcel, Long Point Wildlife Refuge, West Tisbury: Gift of 46 acres of barrier beach, dune and sandplain grassland as an addition to Long Point Wildlife Refuge. Donated by Arthur T. Hadley, Jr.

Clarke Pond Parcels, Manchester: Gift of 14.1 acres off Summer and Raymond Streets, including a pond, scenic pathways and a small portion of Magnolia Beach (subject to prior lease to the Magnolia Beach Corporation). This is the first step towards establishment of the Coolidge Reservation at Coolidge Point. Donated by Catherine Coolidge Lastavica.

◇ *Conservation and Deed Restrictions*

Menemsha Hills Reservation, Chilmark: Gift of a conservation restriction on 18 acres of cobble beach and maritime shrubland, bordering Roaring Brook and adjacent to Menemsha Hills Reservation. The restriction includes special provisions to protect and interpret the remains of the historic 19th-century Chilmark Brick and Tile Works. Donated by Flora Harris Epstein.

Brooks Woodland Preserve, Petersham: Gift of a deed restriction on 18 acres abutting Brooks Woodland Preserve. Protects the banks of Roaring Brook and enlarges the protected corridor available to wildlife passing between the two major parcels of the Preserve. Donated by Rosalie C. Fiske.

Turner Hill Property, Ipswich: Conservation restriction on 102.2 acres of woodland, wetland and old pasture on Topsfield Road. This perpetual restriction limits development to two building envelopes for dwellings set back from Topsfield Road. See MFCLT listing, below.

Wilder Farm, Bolton: Conservation restriction placed on 27.3 acres of prime quality farmland and orchard, now owned by Bolton Orchards. For additional information, see MFCLT listing, below.

◇ *Transactions Facilitated by TTOR's Affiliate, the Massachusetts Farm and Conservation Lands Trust (MFCLT)*

Alexander Property, Warwick: Through a loan from TTOR's Gordon Abbott, Jr. Fund, and in cooperation with Mt. Grace Land Trust, Massachusetts Audubon Society, and The Nature Conservancy, MFCLT facilitated purchase by the Mt. Grace Land Trust of 806 acres of timberland abutting the Warwick State Forest and the subsequent sale of the land to the Department of Environmental Management.

Turner Hill Property, Ipswich: MFCLT purchased 102.2 acres on Topsfield Road from the Ayer family and then sold the land to a private party subject to a conservation restriction, held by TTOR. MFCLT's bargain purchase was made possible by the generous commitment of the Ayer family to permanent conservation of this scenic landmark.

Wilder Farm, Bolton: MFCLT conveyed 27.3 acres to Bolton Orchards, subject to a conservation restriction conveyed to TTOR. The parcel was generously donated to MFCLT by Creighton Hamill in 1987 as a "trade lands" parcel, with the expectation that it would be sold to benefit the land conservation program in the Central Region. The remaining 5.6 acres held by MFCLT are under agreement to be purchased by the Town of Bolton Conservation Commission.

Director Frederic Winthrop, Jr. and Catherine Coolidge Lastavica look out across Coolidge Point in Manchester.

Financial Report

Fiscal Year 1991

April 1, 1990-March 31, 1991

The fiscal year ended March 31, 1991 produced favorable results for The Trustees of Reservations despite pressure from the poor economic climate. Revenue from investment income, contributions and increased membership were above the budgeted figures and largely offset some shortfall in the economically sensitive categories of Reservation receipts, merchandise sales and rental of our facilities.

During the year, $277,000 was expended on capital improvements and, as of March 31, 1991, the balance in the reserve for capital projects was $215,000.

In last year's Annual Report, we discussed implementation of a spending policy relating to the contribution to operations from the endowment fund. The goal is to protect the endowment capital from inflation pressure. Our first step toward budgeting 5 percent of a three-year moving average of endowment capital resulted in a $65,000 charge to income from this source. That amount represents the lion's share of the deficit — meaning that operating accounts were close to balance. We fully expect that a very successful Centennial Campaign will raise the level of endowment funds so that the effects of the spending policy will be absorbed by a higher capital base.

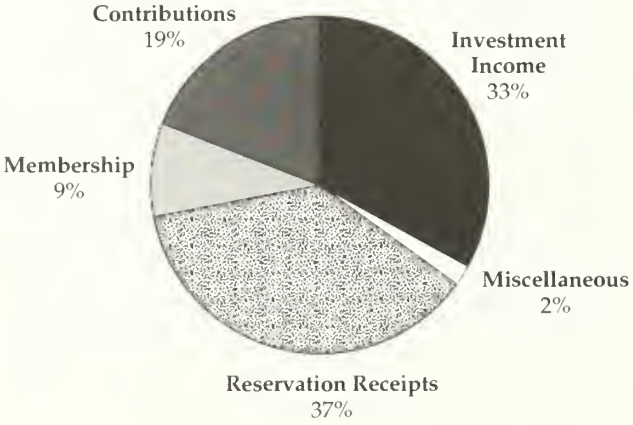
Strong gains in the fixed income and equity markets, combined with substantial contributions, increased the value of our endowment assets to the levels reflected in the financial summary.

The pie charts below display TTOR expenses on a functional basis and provide a picture of the major categories of income and expense for fiscal year 1991.

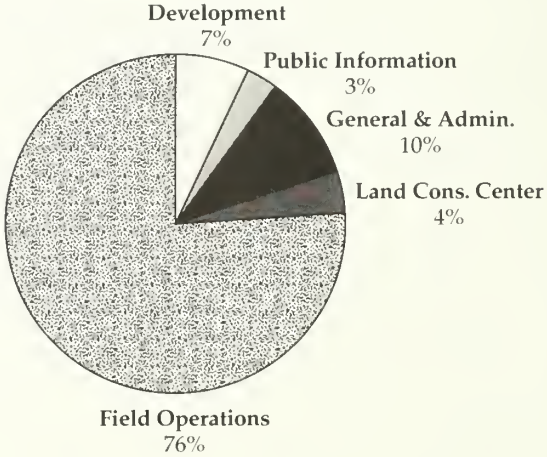
Respectfully submitted,

Peter C. Thompson
Treasurer

Summary of 1991 Revenues



Summary of 1991 Expenses



Operating Fund Results
(In Thousands of Dollars)

	FY 1991
Income:	
Contributions	843
Memberships dues	441
Reservation Receipts/Events	1,848
Investment Income	1,519
TOTAL INCOME	4,651
Expenses:	
Salary and Benefits	2,823
Maintenance and Repairs	411
Other Operating Expenses	1,507
TOTAL EXPENSES	4,741
Net Increase/Decrease for the Year	–90

Endowment Market Value in Thousands of Dollars

	TTOR	Budd Trusts	Total
Beginning Balance	14,341	7,834	22,175
Contributions	2,942	0	2,942
Additions (Primarily Internally Designated Funds)	501	0	501
Appreciation/Realized Unrealized	1,316	749	2,065
Total at March 31, 1991	19,100	8,583	27,683

Note: Complete copies of the audited financial statements are available upon request.

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Although we would like to list all those who contributed to The Trustees of Reservations over the past year, space limitations require that we only include members of *The 1891 Society*, donors who gave $1,000 or more.

During fiscal year 1991, 346 members of *The 1891 Society* contributed to the Annual Appeal or to special projects. We sincerely appreciate their commitment and support.

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1891 or 1991? Time hasn't tarnished the charm of World's End in Hingham.

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A boy and his griffin. Only at Castle Hill!

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	FY1990		**FY1991**	
	Amount	Donors	**Amount**	**Donors**
Annual Appeal	$ 729,549	2,666	**$ 731,030**	**2,893**
Membership	$ 420,106	8,029	**$ 441,788**	**8,662**
Total Gift Income	$1,149,655	10,695	**$1,172,818**	**11,555**

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The Trustees of Reservations is particularly grateful to those donors who have made commitments to the Centennial Campaign. These gifts by individuals, foundations and corporations have been made above and beyond annual support; they provide capital funds and endowment for TTOR. Thanks to the exceeding generosity and vision of our donors, over 4 million dollars has already been raised toward a goal of 10 million dollars.

> *"...the tremendous response of our members and supporters to date has made us optimistic that we will reach that goal. We must. Our second century depends on it."*
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Donors also have provided for The Trustees in their estate plans. The first bequest to The Trustees came in 1902 from Joseph B. Glover, a public-spirited Bostonian. His bequest set an example that has been followed by many. These gifts have played a critical role in supporting the efforts of TTOR to preserve special places of scenic, historic and ecological significance.

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If you would like further information or assistance, please contact:

Ann F. Powell
Deputy Director for Development
The Trustees of Reservations
572 Essex Street
Beverly, Massachusetts 01915
(508) 921–1944

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1891 1991

Thanks

We would like to take this opportunity to thank all the volunteers who give so generously of their time and expertise to The Trustees of Reservations. In our centennial year, when the call for assistance rang out loudly and frequently, we were fortunate to enlist the talents of countless dedicated individuals. For their unique contributions to this organization, we are truly grateful.

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Conserving the Massachusetts Landscape for 100 Years

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